RJ REYNOLDS

TOBACCO COMPANY

J. Campbell
Promotional Coordinator

150 Lawrence Bell Drive
Suite #108
Williamsville, NY 14221
(716) 634-4179
Fax (716) 634-3145

April 4, 1996

☎ *Fax* (315) 476-7708
Mr. D. Cook
CONSOLIDATED INDUSTRIES

May Promotion (#600355): Doral *B2G1F*

Dear Don:

I have ordered **1650** SKUs of sleeves (item #506870) for you to pack this promotion for McLane-Northeast. The shipping company has been instructed to call ahead prior to delivery for an appointment. Attached are the individual breakdowns for assembly of this product by state. Please request product from McLane when you are ready to begin assembling the displays.

Product is scheduled to arrive at McLane on **April 22nd**.
Displays are scheduled to arrive at Consolidated on **April 25th**.
Displays will need to be back at McLane no later than **May 13th** in order for McLane to begin shipping displays to retail.

DORAL STYLE	#/ (6M) Cases B1G1F Product	#/ (12M) Cases Live Product
FF	**109**	**27**
FF 100	**109**	**27**

Promotion Description: Utilize self-contained shipper. Shipper has 40 buy-2-get-1free sleeves. Buy-1-get-1-free product should be placed into the sleeve and an additional 'Live' pack inserted with it. B1G1F product will be pre-banded.

* * *SHIP NUMBER OF DISPLAYS PER ATTACHED LIST* * *
(SEE ATTACHED CIGARETTE DISPLAYS BY STATE)

51861 9787

Source: https://www.industrydocuments.ucsf.edu/docs/jtpm0000

I appreciate your assistance, and if you have any questions, please call.

Sincerely,

Judy

J. Campbell
Promotional Coordinator / #1610
/jc
w/ State Display List
cc: BAC / DK / SS
LEM
P. Cox

5/861 9788

Source: https://www.industrydocuments.ucsf.edu/docs/jtpm0000

McLANE-NORTHEAST (#375878): CIGARETTE DISPLAYS BY STATE

MAY PARTNERS: DORAL B2G1F (#600355)

CHAIN NAME	NO. OF STORES	DISPLAY UNITS TO SHIP TO EACH ACCOUNT	TOTAL # DISPLAYS	NUMBER OF DISPLAYS PER GROUP PER STATE										
				CT	DE	MA	MD	ME	NH	NJ	NY	OH	PA	RI
A-PLUS/ ATLANTIC/ A-MART/ SUNOCO	198	Per List	365	2	2	28				22	104		204	3
BP OIL	38	Per List	104										104	
CIRCLE K	46	3	138	12		93		6	27					
COASTAL MART	36	2	72							20			52	
CONV EXPRESS	6	Per List	18								18			
COUNTRY FAIR	71	5	355								25	35	295	
DAIRY MART	2	1	2	1		1								
EXPRESS MARTS	33	Per List	101								101			
F.L. ROBERTS	17	3	51	9		42								
HESS CO-OP	3	Per List	6							4	2			
MOBIL	43	Per List	29			4			4	7	12			2
RED BARREL	23	2	46								46			
SUGAR CREEK	101	3	303								303			
SUNRISE FOOD	18	2	36								36			
INDEPENDENTS (& SMALL CHAINS)	13	Per List	23			4	9			2	4		4	
TOTALS	648		1649	24	2	172	9	6	31	55	651	35	659	5

(MC-MAYD.XLS)4/4/96

(McLANE NO LONGER SHIPS TO DL/ KY/ OH(*Exception: 8 OH/ C.FAIR STORES)/ MI/ MD

51861 9789

Source: https://www.industrydocuments.ucsf.edu/docs/jtpm0000